

Amendments to the Specification

Please replace paragraph [0070] with the following amended paragraph:

[0070] The Company Data Module 1011 includes documentation regarding the insurance company providing the products. The Products Data Module 1012 includes detailed documentation regarding the insurance plans available from the salesperson. The Application Forms Module 1013 includes a set of electronic forms which may be filled out on the computer or printed and completed to purchase the insurance plans offered to a customer. The Benefit Charts Module 1014 includes a subset of the Products Data Module 1012 that provides a set of charts summarizing all of the insurance plans in a common format to permit an easy comparison of benefits provided by each plan. The Collateral Sales Material Module 1015 includes other sales material useful in the sale of insurance products to customers. For example, the Collateral Sales Material Module 1015 may determine if an offered plan is available to the customer based upon other plans selected as part of the preferred set of insurance plans and/or the customer data. As such the other sales material may include an indication that another plan may be offered but is not currently available to the customer based upon other plans selected as part of the preferred set of insurance plans and/or the customer data. In addition, the other sales material may include an indication of what conditions are not met for the customer to qualify for the offered but currently not available insurance plan. The Provider Info Material Module 1016 includes documentation of the health care providers who are included within each plan. These documentation materials are typically stored in a common electronic format which will permit easy dissemination of the information. In the preferred embodiment, these materials are provided in an ADOBE .PDF format that is readily available on a wide variety of computing systems. As such, the salesperson may make these electronic file available to customers for review and printing. Other data may be presented in HTML and related graphic and audio-visual formats that are viewable on web based platforms.